



DARYL L. OSBY
FIRE CHIEF
FORESTER & FIRE WARDEN

COUNTY OF LOS ANGELES FIRE DEPARTMENT

1320 NORTH EASTERN AVENUE
LOS ANGELES, CALIFORNIA 90063-3294
(323) 881-2401
www.fire.lacounty.gov

"Proud Protectors of Life, Property, and the Environment"

BOARD OF SUPERVISORS

HILDA L. SOLIS
FIRST DISTRICT

MARK RIDLEY-THOMAS
SECOND DISTRICT

SHEILA KUEHL
THIRD DISTRICT

JANICE HAHN
FOURTH DISTRICT

KATHRYN BARGER
FIFTH DISTRICT

March 10, 2020

The Honorable Board of Supervisors
County of Los Angeles
383 Kenneth Hahn Hall of Administration
500 West Temple Street
Los Angeles, California 90012

Dear Supervisors:

ADOPTED

BOARD OF SUPERVISORS
COUNTY OF LOS ANGELES

56 March 31, 2020

CELIA ZAVALA
EXECUTIVE OFFICER

APPROVAL OF ACQUISITION OF MOTOROLA APX8000 PORTABLE RADIOS (ALL DISTRICTS) (3 VOTES)

SUBJECT

The Consolidated Fire Protection District of Los Angeles County (District) is requesting the Board of Supervisors (Board) to authorize the Director of the Internal Services Department (ISD), as the County's Purchasing Agent, to proceed with the acquisition of 4,000 Motorola APX8000 Portable Radios (APX Radios), and the Chief Executive Officer (CEO) to obtain capital lease financing to fund up to \$20.463 million of the APX Radios acquisition costs.

IT IS RECOMMENDED THAT THE BOARD ACTING AS THE GOVERNING BODY OF THE CONSOLIDATED FIRE PROTECTION DISTRICT OF LOS ANGELES COUNTY:

1. Find that this purchase is exempt from the provisions of the California Environmental Quality Act (CEQA).
2. Authorize the Director of ISD, as the County Purchasing Agent, to proceed with the acquisition of APX Radios from Motorola Solutions Inc. (Motorola) for the District. The estimated cost of the 4,000 APX Radios will be \$20.463 million, including sales taxes.
3. Authorize the Fire Chief, or his designee, to acquire 4,000 APX Radios for the District via CEO Capital Lease financing provided through a third-party vendor approved by the CEO or the Los Angeles County Capital Asset Leasing Corporation (LAC-CAL) equipment financing program for a lease term that does not exceed ten years, at a cost not to exceed \$2.5 million annually.

PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION

The recommended actions will authorize the APX Radio procurement for the District. The District will use the new APX Radios on the Los Angeles Regional Interoperable Communications System (LA-RICS), which is currently being implemented by Motorola, pursuant to an award in August 2013 through an open competitive bid process. LA-RICS is a P25 standards-based system and includes important features that are above the P25 standards which are critical for the District's public safety communications needs and can only be utilized with Motorola APX Radios.

In November 2017, ISD conducted a competitive bid solicitation for replacement portable radios on behalf of Los Angeles County Sheriff's Department (LASD) and the District. The result of that competitive bid process was the selection of the Motorola APX Radios. The evaluation process was performed by LASD and the District. As a component of that solicitation, it was determined that the Motorola APX Radios were the only radios that met all of both LASD and the District's specifications and are the only radios that provide complete compatibility with LA-RICS.

The District's requirement for full compatibility with LA-RICS, without significant loss of performance, reduced lifecycle, and significant operational compromise, can only be met by Motorola. The primary factor towards purchasing the APX Radios is complete compatibility with the \$289 million LA-RICS ASTRO P25 trunked system and the extended lifecycle of the product.

Implementation of Strategic Plan Goals

Approval of the recommended actions is consistent with the County's Strategic Plan Goal No. III, Strategy III.2.3, Prioritize and Implement Technology Initiatives That Enhance Service Delivery and Increase Efficiency.

FISCAL IMPACT/FINANCING

The purchase of the APX Radios includes 4,000 model APX8000 Portable Radios, rugged microphones, charging units, high capacity batteries, applicable sales tax, and a five-year warranty plan.

The District will coordinate with the CEO regarding the financing of up to \$20.463 million in acquisition costs of the APX Radios via a third-party lease or LAC-CAL program for a term not to exceed 10 years with the annual debt service not to exceed \$2.5 million. The APX Radios will be acquired in accordance with the terms and conditions of purchasing contract number MA-IS-1740313-2, executed on July 1, 2017, between Motorola and the County.

The District will also absorb other on-going charges such as insurance, extended warranty, training, and maintenance and repair of the APX Radios, if applicable, in its operating budgets during the lease term.

Sufficient funding is available in the District's Fiscal Year (FY) 2019-2020 Budget. Beginning with FY 2020-21, ongoing funding will be included in the District's budget.

There is no impact to net County cost.

FACTS AND PROVISIONS/LEGAL REQUIREMENTS

The necessity for the new APX Radios is based on the requirements and operational capabilities of LA-RICS. The system is being manufactured and installed by Motorola. Many of the advanced features required by the system, such as over the air programming and advanced data are proprietary in nature and require Motorola brand equipment. Prior technical specifications and testing also identified many requirements that were not proprietary but were only available with Motorola APX Radios. No other vendor or product was able to meet the technology requirements necessary for successful implementation.

ENVIRONMENTAL DOCUMENTATION

This acquisition will not have a significant effect on the environment; and therefore, is exempt from CEQA, pursuant to Section 15061 (b) (3) of the CEQA Guidelines.

CONTRACTING PROCESS

This is a commodity purchase under the statutory authority of the County Purchasing Agent. The purchase will be requisitioned through, and accomplished by, the County Purchasing Agent in accordance with the County's Purchasing and Contracting policies and procedures

IMPACT ON CURRENT SERVICES (OR PROJECTS)

The LA-RICS system is scheduled for completion in early 2022. There will be a transition period as the District starts to migrate to the new system, starting in 2021 and finishing in 2022. All of the District's existing radios which will operate on the LA-RICS system will require replacement by that date. The APX Radios will greatly increase the operational efficiency and safety of District personnel. The increased capabilities of the APX Radios will also allow the District to provide better services to the residents of the County.

CONCLUSION

Upon approval by your Honorable Board, please instruct the Executive Officer to return the adopted stamped copy of the letter to the following:

Consolidated Fire Protection District of Los Angeles County
Executive Office, Business Operations
Attention: Zuleyda Santana, Administrative Services Manager II
1320 North Eastern Avenue
Los Angeles, CA 90063
Zuleyda.Santana@fire.lacounty.gov

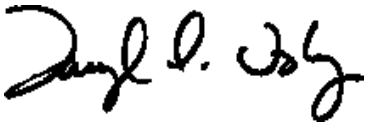
Internal Services Department
Purchasing and Contracts Services
Attention: Gerald Plummer, Division Manager

The Honorable Board of Supervisors
3/10/2020
Page 4

1100 North Eastern Avenue, Suite 102
Los Angeles, CA 90063
Gerald.Plummer@isd.lacounty.gov

The District's contact can be reached at (323) 881-6173.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Daryl L. Osby". The signature is fluid and cursive, with the first name "Daryl" being the most prominent.

DARYL L. OSBY
FIRE CHIEF, FORESTER & FIRE WARDEN

DLO:cs

c: Chief Executive Officer
Executive Officer, Board of Supervisors
County Counsel
Internal Services Department